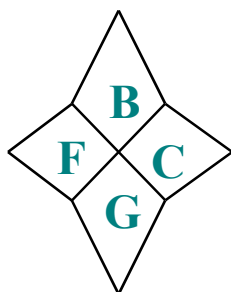


# Business Financing Resources



## Regional Revolving Loan Fund (RRLF)

## Columbia Regional Economic Development Trust (CREDiT)

## Hanford Area Economic Investment Fund (HAEIFC)

### **Regional Revolving Loan Fund Program (RRLF) and Columbia Regional Economic Development Trust (CREDiT) Rural Development Loan Fund (RDLF)**

The primary purpose of the RRLF and of the RDLF is to assist businesses in our community to expand and prosper, and in doing so, create new jobs.

The RRLF and the RDLF are designed to "fill the gap" between the amount of conventional financing available and the amount needed for the project. The intent of gap financing is to provide the amount needed to develop a job-creating business expansion. Loans from \$10,000 to \$250,000 are available.

CREDiT will also loan to start-up business with the potential to create jobs. RDLF loans cannot finance more than 75% of the total project costs.

The interest rate for the RRLF and RDLF funds will be between two points below to two points above the prime interest rate.

The RRLF is sponsored by the Cities of Kennewick, Pasco and Richland through their Community Development Block Grant Program (CDBG) and the U.S. Economic Development Administration (EDA) and is administered by Benton-Franklin Council of Governments. The RDLF is sponsored by the U.S. Department of Agriculture and is administered by CREDiT.

### ***Eligible Applicants***

Private for profit and non-profit firms which conduct business in:

- ◆ Manufacturing
- ◆ Value-Added Processing
- ◆ Service
- ◆ Retail

Non-Profit Firms/Organizations which undertake economic development projects are also eligible.

### ***Eligible Activities***

- ◆ Real Estate Cost
- ◆ Machinery and Equipment
- ◆ Contingency Reserves
- ◆ Working and Start-up Capital
- ◆ Infrastructure Costs

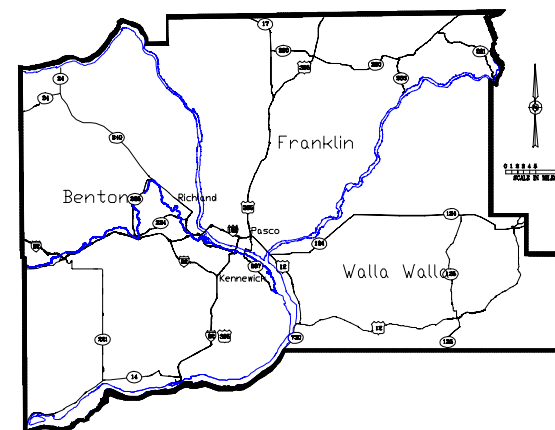
### ***Preferred Applicants***

Priority consideration is given to applicants who:

- ◆ Create or retain a minimum of 1 job for every \$20,000 borrowed.
- ◆ Leverage a minimum of \$2 for every \$1 of borrowed.
- ◆ Provide 10% of total project costs in equity contribution.
- ◆ Export a product or products.

### ***Eligible Locations***

- ◆ RRLF—Cities of Kennewick, Pasco and Richland and Benton and Franklin Counties
- ◆ RDLF—Cities of Benton City, Connell, Kahlottus, Mesa, Pasco, Prosser and West Richland and the unincorporated areas of Benton and Franklin Counties and all of Walla Walla County



Produced by the  
Benton-Franklin Council of Governments  
1622 Terminal Drive  
P.O. Box 217  
Richland, WA 99352  
(509) 943-9185

**An Equal Opportunity Lender**

## ***Benefits to Business***

- ◆ Low Down Payment  
Enable the borrower to keep working capital invested in receivables and inventory where it earns a profit and increases the return on equity.
- ◆ Long Term Financing  
Matches maturity of the loan to the useful life of the assets. Debt service is better matched to cash flow.
- ◆ Increased Productivity  
Makes the company more competitive with investment in improved plant and equipment.
- ◆ Reasonable Interest Rates

## ***Benefits to Lenders***

- ◆ Reduced Collateral Risk  
Provides collateral substitution or increased collateral cushion.
- ◆ Reduced Credit Risk  
Provides better matching of debt service to cash flow by allowing working capital to be invested in profit making assets.
- ◆ Opportunities for Business Development

## ***Benefits to the Community***

- ◆ Creates New Permanent Private Sector Jobs
- ◆ Expands Tax Base
- ◆ Stimulates Increased Economic Activity

## ***Other Assistance Available***

There is assistance available, at no charge to the business, in preparing loan applications for the match financing required by the RRLF/RDLF program. For further information, contact:

### **Cruz Gonzalez**

Minority Business Counselor  
TRIDEC  
509-547-0511 Ext. 2430

### **Adele Haar**

Program Director  
Small Business Development Center  
(509) 735-1000

### **LoAnn Ayers**

WSU Business Links  
(509) 372-7252

## **Hanford Area Economic Investment Fund Committee**

The Hanford Area Economic Investment Fund Committee (HAEIFC) was established to provide financing for projects that diversify and/or expand the area's economic base and create primary jobs.

Applicants must be for-profit business or municipal corporations with economic development authority located in Benton or Franklin County and must demonstrate need and an ability to repay and administer the loan funds and must demonstrate need.

Funds may be used for purposes including but not limited to equipment, leasehold improvements, research and development costs, working capital, etc. Preference will be given to applications for purchase of land; new construction, acquisition and renovation of an existing building; purchase and installation of machinery or equipment and/or construction related costs. Municipal loans must be used for a public facility for a public infrastructure development that will enhance and diversify industries within the local economy or be necessary for a for-profit business or industry to expand or locate.

Loans may be required to be personally guaranteed, secured with collateral, leveraged with funds from other sources and/or accompanied by owner capital injection.

Loans will be made for more than \$150,000 or for a term of less than 20 years.

## **Hanford Area Economic Investment Fund Committee**

PO Box 547  
Richland, WA 99352  
(509) 531-0366

### **Dante Montoya**

Loan/Economic Development Officer  
Benton-Franklin Council of Governments  
1622 Terminal Dr, PO Box 217  
Richland, WA 99352  
(509) 943-9185

## ***Contacts***

Applicants that have a project which may be suitable for RRLF or RDLF financing should contact the Program Administrator:

Economic & Community Development Manager  
Benton-Franklin Council of Governments  
1622 Terminal Dr, PO Box 217  
Richland, WA 99352  
(509) 943-9185

Economic development staff from each major jurisdiction may also be contacted:

### **Richard Smith**

Community & Economic Development Director  
City of Pasco  
505 N. Third Ave., P.O. Box 293  
Pasco, WA 99301  
(509) 545-3441

### **Art Tackett**

City Administrator  
City of Connell  
P.O. Box 1200  
Connell, WA 99326  
(509) 234-2701

### **Diahann Howard**

Economic Development Specialist  
City of Richland  
505 Swift Blvd, PO Box 190  
Richland WA 99352  
(509) 942-7763

### **Kevin Ferguson**

Assistant City Manager  
City of Kennewick  
210 W. 6th Ave,  
PO Box 6108  
Kennewick, WA 99336  
(509) 585-4276

### **Gayle Wheeler**

Economic Development Director  
City of Prosser  
1230 Bennett Ave.  
Prosser, WA 99350  
(509) 786-2332

### **Dennis Rhodes**

Planning Director  
City of West Richland  
3805 W. Van Giesen  
West Richland, WA 99353  
(509) 967-3431